



PRESS RELEASE

Munich, 24th November 2014

Further acquisitions enhance the Aenova Group's portfolio

The Aenova Group, one of the world's largest pharmaceutical contract manufacturers, has successfully strengthened and developed its leading position on the European market by merging with Haupt Pharma at the beginning of the year.

According to Heiner Hoppmann, the CEO of the Aenova Group, the organisation has now reached its necessary size and will focus primarily on qualitative growth over the next few years. "We will undoubtedly continue to grow also through acquisitions, but probably not at the pace we have seen over the last two years," said Hoppmann. He explained that the strategy had been adopted quite deliberately and that the management team was now concentrating mainly on exploiting the synergies that had resulted from the takeovers and mergers, passing the benefits of these on to customers and expanding its existing portfolio and its global presence. The group's two most recent acquisitions, Bio-Garten GmbH & Co. KG in Bad Heilbrunn and Contract Packaging Resources Inc. in Greensboro (North Carolina), can both be seen against this background.

The main aim of the takeover of Bio-Garten GmbH & Co. KG was to strengthen the group's services in the sector of own OTC-products, especially for trademarks. Existing customer orders and products amounting to around 13 million euros were transferred on 1 September this year and integrated into the Hamburg subsidiary Euro Vital Pharma (which has been part of the Aenova Group since 2012). Hoppmann regards the take-over as a forward-looking decision which will strengthen Aenova's market leadership in Germany in the area of private-label brands for drug stores, discounters and food retailers. It has also allowed the company to extend its varied portfolio of OTC products for worldwide sale to brand customers.

Takeovers like this one also safeguard jobs within the group in the long term, because wherever possible the manufacture of products is transferred to existing production facilities within the network.



The exploitation of synergies and the further expansion of the network were the main driving forces behind the group's second acquisition this year, which involved the takeover of Contract Packaging Resources Inc., in Greensboro (North Carolina), also in September. "We are already the leaders on the European market, but our clear goal is to increase our presence on other markets significantly and the USA is definitely one of the most important of these," says Heiner Hoppmann in reference to the takeover of the packaging facility. Until now the company has had only one site in the USA, a production plant in Miami that specialises in soft gelatin capsules. By acquiring CPR, Aenova has added the entire range of primary and secondary packaging services to its portfolio on the US market. The acquisition will also indirectly increase the export business of the group's many FDA-certified European sites.

"We are pleased to be able to offer our customers packaging services in the USA. The CPR plant is certified by both the FDA (Food and Drug Administration) and the DEA (Drug Enforcement Agency), which opens up new market opportunities for our customers," says Hoppmann.

ABOUT AENOVA

With a planned turnover of around 730 million euros in the current financial year, the Aenova Group is one of the leading companies in the global pharmaceutical and healthcare industry. The group's portfolio of services covers the entire value chain for the development and production of all the common dosage forms and product groups in the field of medicines and dietary supplements. With its high standards of quality, innovative technologies and clear focus on the future, Aenova has become European market leader in the business-to-business segment. The company has its headquarters in Munich and a total of 22 sites in seven countries all over the world. More than 4500 employees contribute to the group's success.



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